



# Union Pacific Corporation

## "Building America"

For the second consecutive year, the "military express" of Union Pacific has steamrolled down the tracks to the top ranking of the *G.I. Jobs* Top 50 Military-Friendly Employers<sup>SM</sup> list for 2006.

With corporate offices located in Omaha, Neb., Union Pacific Corporation employs more than 52,000 workers and generates annual revenues in excess of \$13.5 billion. It is the nation's foremost overland transportation company and oversees the largest railway in the United States – the Union Pacific Railroad-moving freight over 32,832 miles of track spanning 23 states.

The Union Pacific Railroad links every major West Coast and Gulf Coast port, and provides service to the east via its four major gateways in Chicago, St. Louis, Memphis and New Orleans. Additionally, it operates key north/south corridors and remains the only U.S. railroad serving all six major gateways to Mexico. UP also interchanges traffic with Canadian rail systems.

Dominating transportation of the nation's chemical industry, UP is also among the largest intermodal carriers – transporting "piggybacked" truck trailers and containerized cargo over rail. With substantial commuter rail operations in Chicago, UP is recognized as one of America's greatest and versatile railroads.

UP's distinctive logo was first developed in 1868, mere years after completion of the first transcontinental railroad, and despite design evolution, it is still among the most recognized symbols reflecting the industrial might of the United States.

For the last 140 years, Union Pacific has contributed to the building of a nation. Abraham Lincoln envisioned a transcontinental railroad that would connect America, east to west, con-

tributing to the economic development, stability and security of a young and energetic America. The development of a country fostered the growth of one of America's most important companies. Veterans are a large part of the company's history and important contributors to its success.

"We have a great need for heavy work equipment mechanics, diesel mechanics, diesel electricians, electronic and installation technicians, track laborers, and signal maintenance personnel in a variety of locations throughout our 23-state operation," said Latrice Torres, a sourcing specialist for Union Pacific.

The most frequent position for which Union Pacific hires is train service. A new hire could expect to start out as a brakeperson/switchperson and then be promoted to conductor and ultimately a locomotive engineer in this career path.

The starting annual pay averages \$40,000, and after approximately five years, one can expect to earn an average of \$75,000 per year, according to Torres.

Military candidates with four-year degrees, preferably in business, engineering, or a transportation-related discipline, are also needed for UP's entry-level operations man-

**Company:** Union Pacific Corporation

**Founded:** 1862

**Headquarters:** Omaha, Nebraska

**# of employees:** 52,000

**2005 Revenues:** \$13.5 billion

**Web site:** [www.up.com](http://www.up.com)

**Military specific Web site:**

[www.up.com/employment/military](http://www.up.com/employment/military)

**Military recruiting contacts:** Ken Kuwamura, Latrice Torres and Gordon Hartman

**Employment web site:** [www.unionpacific.jobs](http://www.unionpacific.jobs)

**Recruiting phone number:** 800-877-5634

agement training (OMT) program. OMT is a program dedicated to recruit and develop the future corporate leadership of Union Pacific Railroad. This is an exceptional, first-line management opportunity with outstanding growth potential in a career in field operations.

UP heavily recruits transitioning members of the military for their strong work ethic, solid training and firm discipline. The company partners with the Department of Defense across the country to participate in local Transition Assistance Programs (TAP). In addition to hosting three UP-dedicated hiring fairs at community college campuses,

UP also recently completed a targeted nationwide recruitment marketing program to all the transition assistance offices and military-related associations to create the conduit to hire even more veterans in the coming years.

It is for these reasons that Union Pacific and its "military express" earned the *G.I. Jobs* Top Military-Friendly Employer<sup>SM</sup> for the second year in a row. •



Photo courtesy Union Pacific

2



The Home Depot

## The Home Depot

### "Putting Customers First."

For the fourth consecutive year, The Home Depot Inc. has landed in the top four of the *G.I. Jobs* Most Military-Friendly Employers<sup>SM</sup> list. This year the home improvement retail chain finished as the runner-up. The Home Depot appeared fourth in 2003 before climbing to the top post in 2004. Last year they were also fourth.

With corporate headquarters located in Atlanta, Ga., The Home Depot operates and oversees the nation's largest home improvement retail outlet chain. Its revenues also rank it as the second-largest overall retail merchandiser in America.



The Home Depot founders Bernie Marcus and Arthur Blank forever changed the home improvement industry when they opened the first Home Depot stores in Atlanta on June 22, 1979. The original stores stocked about 25,000 products and were attached to Treasure Island stores. Today, an average Home Depot outlet offers more than 40,000 products and features approximately 105,000 square feet of home improvement shopping.

The Home Depot story began as a vision of warehouse stores stacked from floor to ceiling with a wide assortment of products offered at the lowest prices possible. Sales and service associates were trained to extend the

best customer service and care then afforded in the industry.

Home Depot rapidly expanded to encompass stores in Georgia, Florida, Louisiana, Texas and Alabama within the first five years. The company has grown far beyond "the orange box" that easily identifies it as a either a stand-alone outlet or serving as a magnet anchor to other proximate attractions. The Home Depot's growth is continuing, with more than 2,000 stores now located throughout the United States, Canada and Mexico.

The Home Depot, both as a corporation and to each and every outlet, believes in the communities they serve. "Giving back" is a fundamental value of Home Depot. Home Depot's programs bring together volunteerism, do-it-yourself expertise, product donations and monetary grants to meet critical needs and build affordable communities.

Community efforts focus on four key areas: building and refurbishing playgrounds; ensuring the safety and accessibility of community gathering spaces, building and refurbishing affordable and transitional housing; and preparing communities for emergencies. Home Depot remains dedicated to developing its progressive corporate environment and culture.

In 2005, The Home Depot achieved several records for the year, including sales, average ticket, gross margin, and net income, with a gross profit of \$23.7 billion.

"We see a challenging second half ahead of us," said Home Depot Chairman, President and CEO Bob Nardelli. "More importantly, in times of downward pressure in the economy, great companies invest to win. We will

build on the strength of our balance sheet and increase our investments so that we can improve our in-store customer experience and gain a competitive edge in the marketplace. For us, the end game is about doing what it takes to create the best possible shopping experience for our customers.

**Founded:** 1978  
**Headquarters:** Atlanta, Georgia  
**# of employees:** 355,000  
**2005 Revenues:** \$81.5 billion  
**Web site:** [www.homedepot.com](http://www.homedepot.com)

"Having great merchandise and great stores is certainly a mainstay of The Home Depot, but it is our associates who bring everything to life. Their passion gives me tremendous confidence in our team's ability to execute and to deliver in the months ahead," Nardelli said. "I consider myself fortunate to work alongside 355,000 individuals, who are promoters of The Home Depot brand."

That includes veterans, who comprise a significant portion of the company's employment base, but there's room for more. The Home Depot hired 10,000 vets in 2003, 16,000 in 2004 and 17,000 in 2005. Veterans are visible at all levels of the company, including the executive ranks. More are likely on the way, too, as more than 550 former junior military officers have been hired through the company's popular Store Leadership Program (SLP) – the fast track to store manager positions – since its inception and some are sure to climb towards the top of this very military-friendly employer. ♦



The Home Depot photos



3



Johnson Controls

## Johnson Controls "Exceeding Customer Expectations"

Johnson Controls, Inc. logged in as the *G.I. Jobs* No. 3 corporation for providing and sustaining veteran employment programs. Headquartered in Milwaukee, Wisc., Johnson Controls is a global market leader in automotive systems and facility management and control. Its global reach is keeping the company's profits and gains in the black. Fiscal 2005 was the 59th consecutive year of sales increases, the 15th consecutive year of earnings increases and the 30th successive year of dividend increases. Dividends have been paid consecutively since 1887.



\* The "glove box" -- part of the new Johnson Controls advanced lithium-ion battery development laboratory in Milwaukee.

Johnson Controls is a global leader in interior experience, building efficiency and power solutions. The company provides innovative automotive interiors that help make driving more comfortable, safe and enjoyable. For buildings, it offers products and services that optimize energy use and improve comfort and security. With an ever-watchful eye on the future, Johnson Controls also provides batteries for automobiles and hybrid electric vehicles, along with systems engineering and service expertise.

Founded in Milwaukee in 1885 by War-

ren Seymour Johnson, inventor of the first electric room thermostat, Johnson Controls now has approximately 136,000 employees worldwide; with 2,500 located in Milwaukee.

It all started ... with innovation. In 1883, when Johnson, a professor at the State Normal School in Whitewater, Wisc., received a patent for the first electric room thermostat. His invention launched the building control industry and was the impetus for a new company. Johnson and a group of Milwaukee investors incorporated the Johnson Electric Service Company in 1885 to manufacture, install and service automatic temperature regulation systems for buildings. The company was renamed Johnson Controls in 1974.

Johnson Controls values veterans. "Military hires bring a level of leadership experience that is very valuable to Johnson Controls. They bring a strong work ethic, solid training and are used to hard work. They know how to evaluate situations and prioritize issues," said Jan Zizzo, senior recruiter responsible for military recruiting.

Johnson Controls offer an attractive benefits package for all of its employees. It also operates a full-time educational institute where thousands of employees, including veterans, can enhance their job skills and grow within the corporation.

The transition is not always easy, but mil-

**Founded:** 1885  
**Headquarters:** Milwaukee, Wisconsin  
**# of employees:** 135,000  
**2005 Revenues:** \$27.0 billion  
**Web site:** [www.johnsoncontrols.com](http://www.johnsoncontrols.com)  
**Military recruiting contact:** Jan Zizzo  
**Phone:** 414-524-5332  
**Employment e-mail:** [jan.l.zizzo@jci.com](mailto:jan.l.zizzo@jci.com)

itary service prepares veterans for success, if they make the appropriate adjustments to corporate life, according to Zizzo.

"They have to rely more on their ability to motivate people rather than intimidate people. In the civilian workforce there is not always a clear chain of command. You can not force somebody to do something because you are senior to them," she said. "They need to be flexible and sensitive to the political environment they are in, and understand what the key business drivers are for their company and tailor their actions to attaining them."

In both its automotive and controls businesses, Johnson Controls remains committed to exceeding the increasing expectations of its customers. This commitment has enabled it to succeed for more than a century, and provides it with exciting prospects for the future, including employment for veterans. •



Johnson Controls  
Controls Group Headquarters  
Milwaukee, Wisc.

Johnson Controls Photos

# 4

**BNSF**  
RAILWAY

BNSF Railway

**B**NSF is a rising star in corporate military recruiting. After appearing at No. 23 in 2005, this train has taken off down the tracks behind a concerted effort to reach out and hire veterans. The efforts have resulted in a quick ascent to No. 4 on the *G.I. Jobs'* Top Military-Friendly Employers<sup>SM</sup> list for 2006.

With its headquarters in Fort Worth, Texas, BNSF Railway was formed by the merger of the Burlington Northern and Santa Fe railways. For more than 150 years, BNSF Railway has been quietly delivering cars, coal, clothing, games and nearly anything else found in homes and businesses. When the predecessors to BNSF Railway first started operations, they played an integral role helping to build a nation by shrinking America's borders.



Today, BNSF's focus is on using speed, agility and resourcefulness to help expand the global marketplace for goods and services. The company has more than 32,000 employees involved in the operation of 6,300 locomotives pulling some 220,000 freight cars along more than 32,000 miles of BNSF's rail system. Many of those employees are veterans and more are on the way.

In 2004, BNSF hired 350 veterans with an additional 750 last year. The company is

## BNSF Railway

### A Vital Connection Between Goods and Customers

well on its way to hiring more than 1,000 veterans in 2006!

BNSF Railway is the product of some 390 different railroad lines that merged or were acquired during the past 150 years. The people who built the BNSF Railway are a unique breed, blending the forward-thinking of dreamers with the pragmatism of results-oriented business leaders. This heritage played a central role in settling and growing the American West, and is helping shippers achieve better business performance in the 21st century. Such vision will certainly keep BNSF at the rail industry's forefront in the future.

BNSF's subsidiary, BNSF Railway Company, operates one of the largest railroad networks in North America, with approximately 32,000 route miles in 28 states and two Canadian provinces. The railway is among the world's top transporters of intermodal traffic, moves more grain than any other North American railroad, transports the components of many of the products we depend on daily, and hauls enough low-sulphur coal to generate about 10 percent of the electricity produced in the United States.

"We're looking for individuals who are mission-focused and have a demonstrated record of success, attention to detail, getting the job done, a high-performance work ethic, safety-orientation, and they are ready and able to work a flexible, on-call, 24-7 arrangement, around heavy machinery," said Connie McLendon, BNSF's military recruitment

manager and Navy veteran.

BNSF is looking for well-rounded candidates from all military ranks. It's mechanical and conductor positions are ideal for dedicated, young enlisted troops who may not have had the time to complete a degree during their tours of duty.

The mechanical positions are closely

**Founded:** Over 150 years old

**Headquarters:** Fort Worth, Texas

**2005 Revenues:** \$13.0 billion

**Web site:** [www.bnsf.com](http://www.bnsf.com)

**Military specific Web site:**

[www.bnsf.com/careers/military](http://www.bnsf.com/careers/military)

**Military recruiting contact:**

Connie E. McLendon

**Employment e-mail:** [connie.mclendon@bnsf.com](mailto:connie.mclendon@bnsf.com)

**Recruiting phone number:** 817-352-6026

aligned with skills related to military experience," said McLendon. The positions averaged \$67,000 annually and could be a good place for "a young soldier who did four years in the infantry and has the leadership, self-reliance, and planning skills" to excel at BNSF.

BNSF – committed to safety, security, environmental stewardship and customer service and convenience – a vital connection to the communities it serves including America's military veterans. •



BNSF photo





## USAA Veterans "Insuring" Other Veterans' Futures

It's no surprise that one of *G.I. Jobs'* Top 10 Military-Friendly Employers<sup>SM</sup> would be a business that was started by a group of veterans, mainly exists to better and further serve veterans, and ... has a preference for employing them. This year's No. 5 company, USAA, provides products and services dedicated to helping military members and their families reach financial goals. USAA offers: competitive rates; free financial advice; world-class service; and assistance during major life events in their insurance, banking and investment areas, in addition to employment opportunities for veterans and their spouses.



*USAA employee fitness center*

In 1922, when 25 Army officers met in San Antonio and decided to insure each other's vehicles, they could probably not have imagined that their tiny organization would one day serve 5.6 million members and become the only fully-integrated financial services company in America. Nevertheless, USAA is today, one of America's prime providers of these services, and the company that was started by veterans ... still likes to employ them.

The organization is based in San Antonio, Texas, a region that hosts a large contingent of retired veterans. Of its 22,000 employees more than 10 percent are veterans.

In 2006, those still serving the USAA goals and ideals as a service provider believe

the founders would be pleased to know that USAA has remained true to their founding values of service, loyalty, honesty, and integrity.

"The core values of the company are really the foundation upon which it operates. Values are not able to be compromised," said Bob Davis, USAA's CEO and a Vietnam veteran. "At USAA, you don't get to try out those four things. You get one shot and then you don't work here anymore."

The company has also stayed true to its mission – its members.

"The mission of the association is to serve the military," said Davis. "The only reason we are here is to ensure this company continues as a world-class company for the membership. That's it."

USAA membership is a privilege earned by those in uniform.

"We like to say that 'we serve those who serve our nation at USAA. Veterans give so much to our country – not only veterans, but the spouses and dependents as well,'" said Ken Huxley, a retired Air Force colonel and head of military recruiting. Spouses are as integral to USAA's recruitment efforts as veterans are.

USAA provides more than 150 products and services through experienced and proud world-class employees who are personally committed to delivering excellent service. This includes: auto, homeowner's, and life insurance designed to suit individual needs

**Founded:** 1922

**Headquarters:** San Antonio, Texas

**# of employees:** 21,000

**# of veteran employees:** 2,200

**2005 Revenues:** \$12.0 billion

**Web site:** [www.usaa.com](http://www.usaa.com)

**Military specific Web site:** [www.usaa.apply2jobs.com](http://www.usaa.apply2jobs.com)

**Military recruiting contact:** Ken Huxley, Col., USAF (Ret.)

**Employment e-mail:** [MilitaryRecruiting@usaa.com](mailto:MilitaryRecruiting@usaa.com)

**Recruiting phone number:** 210-498-1297

and budgets; and money management programs accessible from anywhere in the world with full-service online banking.

USAA also offers competitive checking with ATM fee rebates, free Web BillPay, and adds on rewards that you can redeem for cash, merchandise, or travel, as well as highly competitive consumer credit cards — plus auto, home, and personal loans.

USAA maintains superior ratings from all three of its rating agencies — in fact, it is one of just two U.S. property and casualty companies with the highest ratings from A.M. Best, Moody's Investors Service, and Standard & Poor's. The company was also recognized by J.D. Power and Associates and Forrester Research Inc., for top marks in customer service, value and service ... reflected not only in the employees, but the membership as well. •

*USAA's open atmosphere promotes employee communication.*



*Photos courtesy USAA*



General Electric

## General Electric “Imagination at work”

**G**eneral Electric is used to being at the top of military recruiting food chain. For the fourth consecutive year GE finds itself in the Top 10 of the *G.I. Jobs*’ Top Military-Friendly Employers<sup>SM</sup> list for 2006. This year it ranks at No. 6.

GE is a corporation dedicated to innovation ... and hiring veterans. From jet engines to power generation, financial services to plastics, and medical imaging to news and information, GE people worldwide are dedicated to turning imaginative ideas into leading products and services that help solve some of the world’s toughest problems.

Starting with the invention of the light bulb, innovation has been the foundation of GE’s past ... and the key to its future. Before Ronald Reagan launched his career in politics, he was well known to the American public as the Sunday evening host of the top rated television show, “General Electric Theater.” As the host, program supervisor and occasional participating actor from 1954 to 1962, Reagan was the prominent public face of GE. By the time General Electric Theater concluded its eight-year run in 1962, Reagan was said to have visited GE’s 135 research and manufacturing facilities, and had met nearly 250,000 individuals. In later years, Reagan biographers would even point to the tour as a way for the future president of the United States to sharpen his already considerable skill as a communicator.

GE is made up of six businesses, each of which includes a number of units aligned for growth.

**GE Commercial Finance** provides loans, operating leases, financing programs, commercial insurance, and an array of other products and services aimed at enabling business worldwide to grow.

**GE Healthcare** is a leader in the development of a new paradigm of patient care dedi-

cated to detecting disease earlier and helping physicians tailor treatment for individual patients.

**GE Industrial** provides a broad range of products and services throughout the world, including appliances and lighting; plastics and silicones products; and equipment serv-

**GE Infrastructure** is one of the world’s leading providers of fundamental technologies to developing countries, including aviation, energy, oil and gas, rail and water process technologies. Its Junior Officer Leadership Program (JOLP) is in demand for many transition junior military officers.

**GE Money**, formerly known as GE Consumer Finance, is a leading provider of credit services to consumers, retailers and automotive dealers around the world.

**NBC Universal** is one of the world’s leading media and entertainment companies in the development, production and marketing of entertainment, news and information to a global audience.

Veterans fit in well with GE’s corporate strategy and its culture.

“The jobs we have at GE are for people who can get in there, quickly adapt to their environment, understand where the issues are, network, and come up with the right answers – that’s where veterans do the best,” said Susan Kratch, manager of military recruiting initiatives for GE.

**Founded:** 1892  
**Headquarters:** Fairfield, Connecticut  
**# of employees:** 300,000  
**2005 Revenues:** \$150.0 billion  
**Web site:** [www.gepower.com](http://www.gepower.com)  
**Military specific Web site:** [www.gecareers.com](http://www.gecareers.com)  
**Military recruiting contact:** Susan Kratch  
**E-mail:** [susan.schieren@ge.com.com](mailto:susan.schieren@ge.com.com)

GE’s core competency is engineering, so they are always in the market for JMOs and retiring senior enlisted personnel who have advanced degrees and technical experience. Leadership is also key.

“They are wonderful as far as the leadership skills they have learned in the military. It’s just a tremendous talent pool,” she added.

While testifying before Congress on the labor market for military veterans, Marc Chini, vice president of human resources, GE Infrastructure, commented on the contributions of veterans to GE’s ever-growing success.

“Because of the vast variety of functions within GE, we have had great success in placing veterans where their particular strengths and interests lie. For example, our heavy focus on engineering and manufacturing draws veterans with strong technical skills, and they’ve been very important to our services and sales force,” he said.

GE ... “bringing good things to life,” and ... to America’s veterans. •







## ITT Corporation "Engineered for life"

**W**ith headquarters in White Plains, N.Y., ITT Corporation is a global engineering and manufacturing company with leading positions in the markets it serves. After appearing at No. 22 for the first time last year, ITT has vaulted into the prestigious upper echelon of *G.I. Jobs* Top Military-Friendly Employers<sup>SM</sup> at No. 7 in 2006.

Generating 2005 sales of \$7.4 billion, ITT is the world's premier supplier of pumps, systems and services to move, control and treat water and other fluids. The company is also a major supplier of sophisticated military defense systems, and provides advanced technical and operational services to a broad range of government agencies. ITT also produces connectors, switches, keypads and cabling used in telecommunications, computing, aerospace and industrial applications. Fur-

ther, ITT makes industrial components for a number of other markets, including transportation, construction and aerospace.

ITT employs approximately 40,000 people around the world, including many veterans.

ITT Corporation has long tradition of technological excellence as a developer of highly engineered products and services for important applications around the world. They are developed by the best engineering minds in the business, using the most advanced techniques and tools.

ITT's defense product and services include electronic warfare technologies, intelligence sys-



*ITT Tactical Communications Systems*

tems, night vision, radar, space payload systems, and tactical communications. It's only natural that a company so many applications related to defense would find value in hiring employees with military experience.

Earnings continue to grow, which translates into opportunity and career mobility for veteran job-seekers.

"We are very pleased with our performance in the third quarter, with solid growth in organic revenue, earnings, and

cash flow," said Steve Loranger, chairman, president and CEO. "Our management team is continuing to deliver double-digit organic growth, reflecting the strength of our market positions, our ongoing focus on new product development, a balanced portfolio of businesses, and overall customer satisfaction."

"This revenue growth trend has continued now for several years, but we never take it for granted," Loranger said. "We are constantly listening to our customers and looking for new ways to anticipate their needs and deliver reliable solutions. This is an integral part of the ITT Management System, and our results this quarter and this year speak to its importance in the way we manage the company."

ITT is dedicated to its position among its industry peers, its share and stakeholders, its employees and customers ... and to America's veterans. ♦



*ITT Night Vision Systems*

*Photos courtesy ITT Systems*

8

**Bellsouth**  
Listening. Answering.™

BellSouth

## BellSouth ‘Keeping America Wired’

Coming in at No. 8 of the *G.I. Jobs* Top Military-Friendly Employers<sup>SM</sup> is BellSouth Telecommunications. Now serving more than 6.8 million long-distance telephone customers and 2.4 million DSL subscribers, BellSouth is headquartered in Atlanta, Ga.

The company is a wholly-owned subsidiary of BellSouth Corporation providing wireline telecommunication services, including local exchange, network access and long distance services. The company markets its products and services under the brand name BellSouth. The company customers are the small and complex businesses, network and carrier services.

BellSouth employs more than 63,000 people. In 2005, it reported income growth of nearly \$3.3 billion or a 30.8 percent increase over the previous year.

BellSouth is a *Fortune* 500 company with annual revenues of over \$20 billion. Its core business is wireline communications and largest customer segment is the retail consumer. It has interests in wireless communications through ownership of 40 percent of Cingular Wireless, the nation's largest wireless

company based on number of customers and revenue.

BellSouth also operates one of the largest directory advertising businesses in the United States, with assets of approximately \$57 billion.

Incorporated under the laws of the State of Georgia, BellSouth became a publicly traded company in December 1983 as a result of the breakup of the Bell System.

Over the past 18 months, it has realigned its asset portfolio toward wireless and broadband, and increased its investment in the



*A BellSouth convoy responds quickly to a hurricane-stricken area.*

**Headquarters:** Atlanta, Georgia  
**# of employees:** 63,066  
**2005 Revenues:** \$20.5 billion  
**Web site:** [www.bellsouth.com](http://www.bellsouth.com)  
**Military specific Web site:**  
[www.bellsouth.com/military](http://www.bellsouth.com/military)  
**Military recruiting manager/contact:**  
David P. Sierra  
**Employment e-mail:**  
[military.melations@bellsouth.com](mailto:military.melations@bellsouth.com)  
**Recruiting phone number:** 305-260-8407

domestic wireless business through Cingular Wireless' acquisition of AT&T Wireless in October 2004. With the AT&T Wireless acquisition, more than 40 percent of BellSouth's revenue on a proportional basis is derived from wireless.

BellSouth has three operating segments that are the focus of our business – its communications group, wireless assets, and its advertising and publishing group.

The original Southern Bell, BellSouth is the incumbent local exchange carrier (ILEC) for nine states from Louisiana to Kentucky. In spite of a decrease in demand for local wireline services, the Baby Bell has more than 21 million access lines in service and is the country's No. 3 local phone company.

BellSouth's access lines recently totaled 19 million, down 6.9 in the past year. Retail residential line service fell as well, according to the company, reflecting a strengthening public shift to mobile phones and competitively priced cable providers' telephone services and erosion in line-based systems.

Emerging Internet subscriptions, along with wireless communications, also strengthened business — the quarter exceeded \$1.3 billion, a 12.8 percent rise from a year earlier.

Telecommunications is a dynamic industry, one that requires dynamic leadership. BellSouth has made a commitment to hiring America's veterans and it is reflected in the company's ability to steer a steady course in the ever-changing sea of telecommunications. •



*A BellSouth service technician establishes service for a new customer.*



9

ManTech  
International Corporation®

ManTech

ManTech makes quite an impression in its inaugural appearance in the *G.I. Jobs* Top Military-Friendly Employers<sup>SM</sup> list, breaking in at No. 9.

ManTech International is a leading provider of innovative technologies and solutions for mission-critical national security programs for the intelligence community; the Departments of Defense, State, Homeland Security and Justice; the space community; and other U.S. federal government customers. ManTech's expertise includes systems engineering, systems integration, technology and software development, enterprise security architecture, information assurance, intelligence operations support, network and critical infrastructure protection, information technology, communications integration and engineering support.

Headquartered in Fairfax, Va., the company supports the advanced telecommunications systems now being used in Operation Iraqi Freedom and other parts of the world; provides the physical and cyber security to protect U.S. embassies all over the world; has developed a secure, collaborative communications system for the U.S. Department of Homeland Security; and builds and maintains databases that track terrorists. With over 6,000 employees, the company operates in the United States and 44 countries.

ManTech future strategies include expanding as a premier provider of comprehensive information technology and technical services solutions to the federal government; expand its customer base by broadening the scope of services provided to existing customers and by attracting new customers; increasing profitability by delivering value-added solutions to customers; expanding service offerings in high growth program areas; continuing to attract and retain skilled professionals; and pursuing a disciplined

acquisition strategy. Much of that strategy hinges on the contributions of veterans, who have often used ManTech's services in forward-deployed and continental U.S. assignments.

In its recent acquisition of GRS Solutions, ManTech is furthering its presence within the intelligence community. Headquartered in Falls Church, Va., and founded in 1998, GRS is a privately held and highly-specialized company providing innovative analysis, technical management, program development, and program implementation services supporting the counterterrorism/counterintelligence mission around the world. Over 90 percent of GRS' employees have high level clearances. This factor enhances veteran employment.

Robert A. Coleman, president and chief operating officer, ManTech International Corporation said, "The GRS acquisition improves our strategic position within a specific customer and deepens our position in the high-end intelligence market. They provide unique intelligence expertise that when

**Founded:** 1968  
**Headquarters:** Fairfax, Virginia  
**Number of employees:** Approximately 6,000, located in more than 40 countries  
**Number of veteran employees:** Approximately 3,000 with military-related or Reserve experience  
**2005 Revenues:** \$1.0 billion  
**Web site:** [www.mantech.com](http://www.mantech.com)  
**Military recruiting manager:** Bill Copp  
**E-mail:** [Bill.Copp@ManTech.com](mailto:Bill.Copp@ManTech.com)  
**Recruiting phone number:** 703-814-4259

combined with our existing capabilities will better position ManTech to aid our customers in prosecuting the global war on terror."

"This acquisition adds further breadth to ManTech in the high-end intelligence arena and strengthens our position as a national security pure-play," said George J. Pedersen, chairman and CEO, ManTech International Corporation. "GRS is an exceptional company with a proven track record of strong growth, profitability, and excellence in customer service."

In 2005, *Red Herring* magazine selected ManTech as one of its Small Cap 100 Companies; and in 2006, *Business 2.0* magazine named ManTech one of its 100 Fastest Growing Technology Companies. Veterans with the right technology background and security clearances can make an immediate impact at ManTech, as easily as the company has made on this year's Top 50 list. •



▲ A ManTech employee fixes communication equipment in Kuwait.

# 10

SEARS HOLDINGS

Sears Holdings

## Sears Holdings Corporation “The Merging of Two, Trusted Retail Giants – Kmart and Sears & Roebuck”

**H**eadquartered in Hoffman Estates, Ill., Sears Holdings Corporation, the publicly traded parent of Kmart and Sears, Roebuck and Co., is the nation's third largest broadline retailer; with approximately \$55 billion in annual revenues, and approximately 3,800 full-line and specialty retail stores in the United States and Canada. Sears Holdings, a leading home appliance retailer as well as a leader in tools, lawn and garden, and home electronics, breaks into the *G.I. Jobs* Top Military-Friendly Employers<sup>SM</sup> list for the first time at No. 10.

The merger of Kmart and Sears as Sears Holdings Corporation closed on March 24, 2005, following affirmative shareholder votes of both companies. The company's corporate headquarters is in Hoffman Estates, but Kmart maintains a headquarters office in Troy, Mich. Sears Holdings operates both Sears and Kmart stores, and began opening a combined format named Sears Essentials during the second quarter of 2005. The company continues to market products under brands held by both companies.

Key proprietary brands include Kenmore, Craftsman and Diehard, and a broad apparel offering, including such well-known labels as Lands' End, Jaclyn Smith and Joe Boxer, as well as the Apostrophe and Covington brands. It also has Martha Stewart Everyday products, which are offered exclusively in the U.S. by Kmart and in Canada by Sears Canada. The company is the nation's largest provider of home services, with more than 13

million service calls made annually.

With more than 335,000 associates in the United States, Canada, Guam, Puerto Rico and the U.S. Virgin Islands, the vision of Sears Holding Corporation is committed to improving the lives of customers by providing quality services, products and solutions that earn their trust and build lifetime relationships. Teamwork, integrity, accountability, coaching for execution; positive energy; and formal recognition through results are the prime ingredients in Sears' formula for continued success in firm and expanding markets – and hallmarks of military service.



“From a recruiting perspective, they bring leadership development and competencies they have obtained through the military. They can be excellent hires,” said Michael Farrell, director of recruitment operations.”

Sears Holdings products are available throughout the United States and the company is looking for a cross-section of new veteran employees – both officer and enlisted.

“They are ideal candidates for our business. NCOs with their technical capacity to work in our home services operations are ideally-suited for retirees looking for a career

**Founded:** 2005

**Headquarters:** Hoffman Estates, Illinois

**# of employees:** 355,000

**2005 Revenues:** \$55.0 billion

**Web site:** [www.searsholdings.com](http://www.searsholdings.com)

**Military specific Web site:**

[www.searsmedia.com/sears/military.htm](http://www.searsmedia.com/sears/military.htm)

**Military recruiting contact:** Michael Farrell

**Recruiting phone number:** 847-286-2500

change. We are also seeking candidates for our management training program to run one of our retail operations. Senior NCOs and JMOs with about 10 years experience are right in line with those responsibility and salary expectations.”

Sears Holdings Corporation comprises two retailers all of America knows and trusts, and fully supports and employs veteran hiring programs. •

